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Report Highlights:

Japan's Salmon consumption is expected to drop by 7% to 455,000 MT in 2003, while imports are expected to fall by 17% to 225,000 MT. The U.S. import share is expected to remain unchanged at about 12%. Another large domestic catch is expected in 2003, further pressuring the market. Japan's salmon exports are expected to jump by 30% in 2003. Japan's salmon roe and egg consumption is expected to ease in 2003, while domestic production will likely increase slightly, leading to a 10% drop in imports. The U.S. import share of roes and eggs is expected to remain at about 80%. Surimi demand will remain weak in 2003, and imports are expected to drop by about 5%. Consumption of Pollack and cod roes is expected to rebound in 2003, helping to boost imports by 5%.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
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Salmon and (Trout) Section

2004 Market Outlook Summary

Demand for salmon is expected to remain soft in 2004, with a slight drop in consumption. Salmon imports are also forecast to decline in 2004, with reduced shipments of farm-raised salmon from Chile and Norway. It will be difficult for U.S. wild salmon to recapture market share in 2004 due to weak demand. Imports of further processed salmon (U.S., Norwegian, and Chilean origin) from China and other Asian suppliers will continue to grow in 2004.

Japan's domestic salmon catch has been relatively large over the past several years. Post assumes that the 2004 catch will be about 255,000 MT, which is the average for the past three years. Increasing preference for quality (higher fat content), and concerns about food safety, will continue to drive suppliers to adopt safety and quality assurance measures such as HACCP, along with traceability for branded products.

2003 Market Situation and Update

Summary: Relatively weak consumption in 2003 has resulted in surplus supplies of salmon in the Japanese market. Import demand has remained soft, and is unlikely to strengthen given another abundant fall season domestic catch. Low-priced domestic wild salmon is being marketed in large quantities in competition with other fall season fish, such as *saury*, which is being sold at extremely low prices. The surplus situation will likely boost exports of Japanese salmon to China and Thailand for processing and re-export.

2003 Consumption Remains Weak

Japan's Salmon and trout consumption in 2003 is projected to fall by 7% from the previous year to 455,000 MT. Strong demand related to the detection of BSE in Japan in 2001, which helped to absorb large supplies in previous years, has disappeared in 2003. Consumption of fresh and frozen salmon at the retail level is particularly stagnant, impacting sales of imported farm-raised salmon. A glut of low-priced *saury* is also expected to cut into sales of salmon this fall.

With another abundant fall catch, Hokkaido, the primary salmon-producing region in Japan, has launched a major regional brand campaign to promote the "wild and safe" characteristics of its salmon. This effort is a response to Japanese consumer concerns over food safety, including the use of chemicals and drugs to produce farm-raised salmon. Japanese retailers are also addressing consumer concerns by expanding private brand products with quality and safety assurances.

Interest in Wild and Natural Bristol Bay Salmon May be Limited by Fat Content

According to fishery experts, demand for wild salmon from Bristol Bay, which has a relatively low fat content, is limited in part because Japanese consumers prefer farm-raised salmon, which has a higher fat content. Bristol Bay salmon generally competes with domestic fall salmon, which also has a relatively low fat content. Trade sources report that Alaskan salmon caught outside the Bay ("local salmon"), which has a relatively higher fat content, continues to attract Japanese buyers seeking high quality wild salmon.

Japan's Salmon Imports Forecast to Drop in 2003

Based on January – August trade data, Japan's 2003 salmon imports are projected to fall by 17% to 225,000 MT. Imports during the first eight months of 2003 dropped by 22% to 148,308 MT, compared to the same time last year, with significant reductions of farm-raised salmon from Chile and Norway.

Customs entries of Chilean Coho (frozen) in 2003 are lower than last year. Industry sources report that Chilean producers have implemented voluntary production cuts this year, after

experiencing over production and low prices in 2002. Imports from Chile during the remainder of the year could be impacted by strict residue testing by the Japanese Government following the detection of oxytetracycline (OTC) in Chilean salmon this summer. Japanese retailers are particularly sensitive to food safety matters and the need to assure their customers about the safety of their products.

Demand for fresh, farm-raised Atlantic salmon from Norway, which is used in Japanese hotels and restaurants, has been slumping, reportedly due to the prolonged economic recession. Trade sources report that changes in Norway's salmon industry are also contributing to lower shipments.

Japan's weak market situation and increased domestic catches, will hinder imports of Alaskan salmon this year. Post projects that the U.S. import share will remain unchanged at about 12% in 2003 at 27,000 MT.

Another Large Domestic Catch Expected in 2003

Post projects that Japan's 2003 domestic catch will exceed the level reached last year, which was 258,000 MT. According to industry sources, the cumulative catch is 28% larger than last year so far in 2003 (38.7 million fish as of October). However, the value of the 2003 catch is substantially lower than last year due to competition from abundant supplies of lower-priced domestic saury.

Japan's 2003 Salmon Exports Boosted by Abundant Domestic Catches

Japan's salmon exports to Asian markets, namely China and Thailand, have nearly doubled during the first eight months of 2003. Total exports are projected to exceed last year's level by over 30%.

Japanese Salmon and Trout Imports January – December 2000 – 2002 Unit: Metric Ton

Rank	Country	2000	2001	2002	% Change 02/01
0	--World--	232,215	276,481	270,158	-2%
1	Chile	99,504	139,530	123,072	-12%
2	Norway	54,431	62,867	62,805	0%
3	Russia	26,391	26,899	31,921	19%
4	United States	40,364	32,690	31,702	-3%
5	Canada	5,116	6,072	7,655	26%
6	New Zealand	1,656	2,755	4,959	80%
7	Denmark	1,427	2,268	4,004	77%
8	Others	3,326	3,399	4,040	19%

HS (030310), 030311, 030319, 030321, 030322, 030329, 030212, 030211, and 030219

Note: HS Code 030310 is valid until 2000. HS 030311 and 030319 are new additions from 2002.

Source of Data: Japan Customs (World Trade Atlas)

Japanese Salmon and Trout Imports
January - August 2001 – 2003
Unit: Metric Ton

Rank	Country	% Change			
		2001	2002	2003	03/02
0	--World--	192,894	189,715	148,308	-22%
1	Chile	104,840	99,116	76,462	-23%
2	Norway	43,195	39,306	31,726	-19%
3	United States	19,745	24,812	14,705	-41%
4	Russia	15,517	14,586	12,718	-13%
5	Denmark	1,877	2,483	4,782	93%
6	Canada	3,899	4,013	2,391	-40%
7	New Zealand	1,750	3,225	2,221	-31%
8	Others	2,071	2,175	3,303	52%

Source of Data: Japan Customs (World Trade Atlas)

Japanese Salmon and Trout Exports
January - December 2000 – 2002
Unit: Metric Ton

Rank	Country	% Change			
		2000	2001	2002	02/01
0	--World--	5,135	29,366	34,108	16%
1	China	3,131	23,428	23,904	2%
2	Thailand	487	1,405	3,865	175%
3	Taiwan	324	1,156	3,480	201%
4	Russia	577	2,408	1,759	-27%
5	Korea, South	238	492	814	66%
6	Vietnam	48	240	124	-48%
7	Others	330	237	161	-32%

Source of Data: Japan Customs (World Trade Atlas)

Japanese Salmon and Trout Exports
January - August 2001 – 2003
Unit: Metric Ton

Rank	Country	% Change			
		2001	2002	2003	03/02
0	--World--	3,526	5,065	10,476	107%
1	China	2,841	2,987	8,487	184%
2	Thailand	173	1,035	1,179	14%
3	Korea, South	150	26	449	1642%
4	Russia	119	44	162	267%
5	Taiwan	111	839	123	-85%

6	Georgia	0	0	48	#DIV/0!
7	Others	131	135	28	-79%

Source of Data: Japan Customs (World Trade Atlas)

Salmon and Trout Roe (Sujiko) and Eggs (Ikura) Section

2004 Market Outlook Summary

Fishery experts predict that market preferences for salmon and trout eggs marinated with soy sauce in the food service and the prepared food sectors will continue to grow in 2004. Increased domestic production of salmon and trout roe in 2003 along with substantial carry over stocks will pressure market prices through the fall season. Low market prices are expected to slightly increase consumption in 2004. Demand for high quality U.S. roe and eggs will likely remain stable, along with total imports.

2003 Market Situation and Update

An abundant fall season salmon catch will increase domestic production of roe and eggs in 2003. Imports are expected to fall due to increased domestic production and low market prices.

Total Roe and Egg Consumption Forecasts to Fall in 2003

Market sources report that demand for salted roe during 2003 has been weak which, coupled with carryover inventories from last year, has driven down prices considerably for all product grades, reportedly down 20-25% per kilogram. Demand for roe and eggs marinated with soy sauce has reportedly remained relatively solid, particularly in the Japanese food service and prepared food markets.

Japanese Production of Roe and Egg Forecast to Increase in 2003

Domestic production of roe and eggs is forecast to rise slightly to about 6,250 MT in 2003, due to a large expected domestic catch. (Note: Egg and roe production estimate based on the forecast ocean and river catches of 5%/2 of the total tonnage). Production of domestic roe and eggs marinated with soy sauce is expected to increase in response to strong demand.

Japan's Roe and Egg Imports Expected to Fall in 2003

Total imports of roe and eggs in 2003 are forecast to fall by 10% to about 9,000 MT, due to carryover inventory from last year, low market prices, and increased domestic production. The U.S. share is expected to remain at about 80% (7,000 MT), with larger imports of roe offsetting smaller imports of eggs. Despite increased production of frozen Russian roe (from pink salmon), imports from Russia are expected to remain low. China, however, has boosted exports of processed (re-exported) eggs to Japan during 2003.

Japanese Imports of Sujiko (Hard Roe)

January - December 2000 – 2002

Unit: Metric Ton

					% Change
Rank	Country	2000	2001	2002	02/01
0	-- World --	4,662	4,410	4,628	5%
1	United States	3,451	3,104	3,126	1%
2	Denmark	596	665	675	2%
3	Finland	295	312	436	40%

4	Canada	131	150	161	7%
5	Russia	64	98	104	6%
6	Others	123	81	126	56%

HS 030520030

Source of Data: Japan Customs (World Trade Atlas)

Japan Imports of Sujiko (Hard Roe)

January - August 2001 – 2003

Unit: Metric Ton

					% Change
Rank	Country	2001	2002	2003	03/02
0	-- World--	2,596	2,637	2,733	4%
1	United States	1,679	1,474	1,939	32%
2	Denmark	492	607	554	-9%
3	Finland	293	407	167	-59%
4	Others	133	149	72	-51%

HS 30520030

Source of Data: Japan Customs (World Trade Atlas)

Japanese Imports of Ikura (Prepared Egg)

January - December 2000 – 2002

Unit: Metric Ton

					% Change
Rank	Country	2000	2001	2002	02/01
0	-- World--	5,015	3,994	5,132	29%
1	United States	4,370	3,280	4,003	22%
2	Canada	454	325	637	96%
3	China	13	124	251	103%
4	Russia	161	194	223	15%
5	Finland	11	21	13	-39%
6	Others	7	50	5	-90%

HS 160430010

Source of Data: Japan Customs (World Trade Atlas)

Japanese Imports of Ikura (Prepared Egg)

January - August 2001 – 2003

January - August 2001 – 2003

					% Change
Rank	Country	2001	2002	2003	03/02
0	-- World--	1,118	1,754	1,234	-30%
1	United States	957	1,349	880	-35%
2	China	42	121	197	63%
3	Canada	46	107	112	5%
4	Russia	5	162	39	-76%

5	Others	68	15	7	-57%
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HS 160430010

Source of Data: Japan Customs (World Trade Atlas)

Surimi Section**2004 Market Outlook**

Vietnam and Myanmar will join Thailand and India as suppliers of low-priced non-Pollock surimi to Japan in 2004. Low market prices for surimi will slow growth prospects for imports of high quality Pollock surimi from the United States, although prospects should be better for medium grade products. Competition among Asian suppliers of non-Pollock surimi will stiffen.

2003 Market Situation and Update

Relatively weak consumption of fish cake (and paste) products continues to limit Japan's ingredient demand for surimi in 2003. Imports are expected to drop by 5% to 295,000 MT due to weak market prices. Japanese manufacturers of surimi-based products are expected to continue sourcing low-priced domestic and Asian non-Pollock surimi. Japan's fish cake manufacturers remain hesitant to buy relatively high-priced U.S. Pollock surimi.

Poor Outlook for Japan's Surimi Market in 2003

Japan's total demand for surimi in 2003 is forecast 2% below last year's level at 400,000 MT. Prices for products made with surimi have remained relatively weak during 2003 due to lethargic demand, including low-priced products made with non-Pollock surimi.

Surimi Imports Expected to Drop in 2003 Due to the Depressed Market

Based on January – August trade data, Japan's surimi imports are forecast to fall by 5% from last year to about 295,000 MT, due to weak ingredient demand and low market prices. The U.S. import share in 2003 is forecast at about 40% (117,000 MT), which is 13% lower than last year.

Wholesale prices of surimi have been trending down since early in 2003, particularly for high-grade products. U.S. offer prices have remained relatively high due to solid demand for white meat fillets and surimi in North America and Europe. Industry sources report that Japanese manufacturers are focusing on medium and lower grade U.S. Pollock surimi.

Japan's weak surimi market situation is also slowing imports of non-Pollock surimi from Asian suppliers. Imports from Thailand, which reached record levels last year, are projected to drop in 2003. Imports from India, which have grown rapidly over the past few years, are also expected to slow in 2003.

Competition in the Asian surimi production market is expected to increase when manufacturing plants in Vietnam and Myanmar become operational in 2004. Thailand, India and Indonesia are currently the primary Asian suppliers to the Japanese market.

Japan's Surimi Production Expected to Increase in 2003

Based on industry production data through August 2003, Japan's annual surimi production (cod/Pollock and Atka mackerel combined) is projected to increase by 2% to 105,000 MT. During the first eight months of 2003, surimi production in Hokkaido, which is Japan's major producing region, rose by 4% to 30,118 MT. A 12% decline in Pollock surimi production was more than offset by a 42% jump in surimi made from Atka mackerel. Production in other regions of Japan is expected to remain unchanged from last year.

Japanese Surimi Imports
January - December 2000 – 2002
Unit: Metric Ton

					% Change
Rank	Country	2000	2001	2002	02/01
0	-- World --	271,283	312,763	310,803	-1%
1	United States	116,700	144,744	133,976	-7%
2	Thailand	79,732	86,342	100,689	17%
3	India	9,178	16,467	17,498	6%
4	China	12,987	13,072	15,083	15%
5	Argentina	22,447	16,672	13,392	-20%
6	Chile	7,621	11,523	10,312	-11%
7	Indonesia	1,522	3,313	4,513	36%
8	Vietnam	1,755	2,290	2,877	26%
9	Others	19,342	18,340	12,464	-32%

HS 03049012, 030490013, 030490014, 030490020, (030490093), 030490095, 030490099

Source of Data: Japan Customs (World Trade Atlas)

Japanese Surimi Imports
January - August 2001 – 2003
Unit: Metric Ton

					% Change
Rank	Country	2001	2002	2003	03/02
0	-- World --	187,413	184,441	155,341	-16%
1	Thailand	54,772	64,101	60,666	-5%
2	United States	80,780	68,252	50,022	-27%
3	India	11,080	12,833	13,301	4%
4	China	8,044	9,710	9,915	2%
5	Argentina	10,175	11,540	7,046	-39%
6	Chile	5,565	5,866	4,025	-31%
7	Vietnam	1,445	1,800	2,629	46%
8	Indonesia	1,965	2,234	1,590	-29%
7	Others	13,587	8,105	6,146	-24%

Source of Data: Japan Customs (World Trade Atlas)

Pollock/Cod Roe Section

2004 Market Outlook

The impact of a mislabeling scandal coupled with high year-beginning stocks will likely maintain lower market prices for Pollack and cod roe in 2004, which may cut imports. Consumption is forecast unchanged in 2004. Japan's roe market will likely remain sensitive to food safety and mislabeling issues. The use of additives in processed seafood, especially roe, could become a hot topic among Japanese consumers.

2003 Market Situation and Update

A recovery in the consumption of Pollock and cod roes is expected in 2003, helping to increase imports. Imports from Russia, which plunged last year, are expected to account for most of the anticipated import gain in 2003. A mislabeling scandal involving a Japanese roe processor this fall has reportedly made consumers and retailers nervous, and could hamper sales of Pollock and cod roes during the remainder of the year, which could increase year-ending stocks.

Japan's Roe Consumption Recovers in 2003, Aided by Lower Market Prices

The market for Pollock and cod roes improved considerable in 2003, and total consumption is forecast to rebound from last year by 8% to 52,000 MT. Lower market prices are reportedly fueling increased household and food service consumption.

Mislabeling Scandal May Slow Consumption Recovery

News that a Japanese company mislabeled *menta roe* (salted and spiced Pollock roe) this fall has further dented consumer confidence about food safety in Japan, and could slow roe consumption during the remainder of 2003. Market sources think this incident will push retailers to become more selective in purchasing roe, and that the Japanese Government will implement stricter inspections of roe manufacturers. The incident involved one of Japan's major roe manufactures, which reportedly failed to include information on the product label stating that the roe contained sodium nitrite. In addition, the level of sodium nitrite residue exceeded the allowable limit.

Imports Expected to Rebound in 2003

Japan's imports of Pollack and cod roe are forecast to rise by about 5% in 2003 to 46,000 MT due to improved market conditions. Much of the increase is attributed to imports from Russia, which recovered from a plunge last year. Imports of U.S. roe are expected to drop slightly in 2003, with the U.S. share estimated at about 48%.

Domestic Production Will Remain Relatively Unchanged in 2003

Landings of Pollock and cod at major Japanese ports were down several percentage points in 2003, which may result in a very slight decrease of Pollock and cod roe production in 2003. In order to conserve Pollock and cod resources, Hokkaido's fishery industry is reportedly implementing a voluntary program to keep the annual catch relatively constant.

Japanese Cod and Pollock Roes Imports
January – December 2000 - 2003
 Unit: Metric Ton

Rank	Country	% Change			
		2000	2001	2002	02/01
0	-- World --	41,942	49,716	44,205	-11%
1	United States	15,207	23,388	24,544	5%
2	Russia	12,605	14,285	8,262	-42%
3	China	5,810	5,334	6,252	17%
4	Korea, South	5,830	4,131	4,178	1%
5	Chile	192	570	298	-48%
6	Others	2,298	2,008	672	-67%

HS 030270020, 030280020, 030520020, 160420014, and 160420013

Source of Data: Japan Customs (World Trade Atlas)

Cod and Pollock Roes
January - August 2001 - 2003
Unit: Metric Ton

Rank	Country	% Change			
		2001	2002	2003	03/02
0	-- World --	41,172	36,154	37,570	4%
1	United States	20,842	21,861	20,105	-8%
2	Russia	12,613	6,878	10,130	47%
3	China	3,129	4,045	4,082	1%
4	Korea, South	2,588	2,615	2,743	5%
5	Iceland	859	140	275	97%
6	Others	1,141	613	236	-62%

Source of Data: Japan Customs (World Trade Atlas)

Japanese Salmon and Trout PS&D Table

PSD Table						
Country	Japan					
Commodity	Salmon, Whole/Eviscerated (MT)					
	2002	Revised	2003	Estimate	2004	Forecast
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]
Market Year Begin		01/2002		01/2003		01/2004
Beginning Stocks	126000	126000	131000	131000	121000	126000
Total Production	240000	258000	230000	270000	0	255000
Intra-EC Imports	0	0	0	0	0	0
Other Imports	265000	270000	260000	225000	0	220000
TOTAL Imports	265000	270000	260000	225000	0	220000
TOTAL SUPPLY	631000	654000	621000	626000	121000	601000
Intra-EC Exports	0	0	0	0	0	0
Other Exports	35000	34000	40000	45000	0	40000
TOTAL Exports	35000	34000	40000	45000	0	40000
Domestic Consumption	465000	489000	460000	455000	0	445000
Other Use/Loss	0	0	0	0	0	0
TOTAL Utilization	465000	489000	460000	455000	0	445000
Ending Stocks	131000	131000	121000	126000	0	116000
TOTAL DISTRIBUTION	631000	654000	621000	626000	0	601000

Japanese Salmon and Trout Eggs/Roes PS&D Table

Commodity: Salmon/Trout Roes (1,000 Metric Tons)						
	2001	2002		2003		2004
		Prelim.	OLD	Forecast	OLD	Projected
Beginning Stocks	7	10	10	9	9	9
Total Production	6	6	5	6	0	6
Intra EC Imports	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Other Imports	8	10	8	9	0	9
TOTAL Imports	8	10	8	9	0	9
TOTAL SUPPLY	21	26	23	24	9	24
Intra EC Exports						
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Dom. Consumption	11	17	14	15	0	16
Other Use/Loss	0	0	0	0	0	0
TOTAL Utilization	11	17	14	15	0	16
Ending Stock	10	9	9	9	0	8
TOTAL DISTRIBUTION	21	26	23	24	0	24

Japanese Surimi PS&D Table

PSD Table						
Country	Japan					
Commodity	Surimi					
	2002	Revised	2003	Estimate	2004	Forecast
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]
Market Year Begin		01/2002		01/2003		01/2004
Beginning Stocks	84000	84000	87000	84000	82000	81000
Total Production	113000	103000	110000	105000	0	110000
Intra-EC Imports	0	0	0	0	0	0
Other Imports	320000	311000	305000	295000	0	295000
TOTAL Imports	320000	311000	305000	295000	0	295000
TOTAL SUPPLY	517000	498000	502000	484000	82000	486000
Intra-EC Exports	0	0	0	0	0	0
Other Exports	5000	5000	5000	3000	0	3000
TOTAL Exports	5000	5000	5000	3000	0	3000
Domestic Consumption	425000	409000	415000	400000	0	400000
Other Use/Loss	0	0	0	0	0	0
TOTAL Utilization	425000	409000	415000	400000	0	400000
Ending Stocks	87000	84000	82000	81000	0	83000
TOTAL DISTRIBUTION	517000	498000	502000	484000	0	486000

Japanese Cod and Pollock PS&D Table

Commodity: Cod/Pollock Roe (1,000 Metric Tons)						
	2001	2002		2003		2004
		Prelim.	OLD	Forecast	OLD	Projected
Beginning Stocks	13	18	17	21	22	22
Total Production	8	7	8	7	0	7
Intra EC Imports	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Other Imports	50	44	45	46	0	43
TOTAL Imports	50	44	45	46	0	43
TOTAL SUPPLY	71	69	70	74	22	72
Intra EC Exports	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Dom. Consumption	53	48	53	52	0	52
Other Use/Loss	0	0	0	0	0	0
TOTAL Utilization	53	48	53	52	0	52
Ending Stock	18	21	17	22	0	20
TOTAL DISTRIBUTION	71	69	70	74	0	72

Note: This table is prepared by post